NEW HAMPSHIRE MANUFACTURING EXTENSION PARTNERSHIP

MEP • MANUFACTURING EXTENSION PARTNERSHIP

$41 million in new and retained sales
$7 million in new investments
218 jobs created or retained

The **New Hampshire Manufacturing Extension Partnership** (NH MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in the state. The nationwide system of MEP centers is linked through the U.S. Department of Commerce - National Institute of Standards and Technology (NIST), with the common goal to strengthen the global competitiveness of U.S. manufacturers.

The New Hampshire MEP assists organizations in a transformation from traditional to world-class manufacturer. NH MEP experienced project managers work with manufacturers to identify conditions which may be impeding their ability to become more competitive and prosperous. NH MEP assists in providing the resources to help companies maximize their profit. In working side by side with company leadership, the MEP becomes a partner for success.

The challenge for manufacturers today is satisfying escalating customer expectations in an increasingly volatile and competitive global market while also maintaining satisfactory profit margins. With technological change happening so rapidly many small and medium manufacturing enterprises (SMEs) find it difficult to keep pace with the demands for new technologies that will enable them to remain profitably competitive.

NH MEP provides affordable, innovative solutions to the problems encountered by today's manufacturing enterprise by facilitating interaction between industry, government and academia.

Included among NH MEP services are Enterprise Management; Performance Based Training; Supply Chain Management; and Innovation Program.

For more information, contact:

NEW HAMPSHIRE MEP MANUFACTURING EXTENSION PARTNERSHIP

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* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: JADON FOODS

"I would strongly recommend working with NHMEP to any manufacturing operation. With their assistance, we have been able to gain market share in a very competitive industry while continuing to manufacture our products in America with unionized labor. There is a nice balance between providing opportunities for individuals to earn a good living and achieving success in the marketplace.

Skip Creamer, Owner
Atlantic Air Products

Breathing Easier With Lean at Atlantic Air Products

Atlantic Air Products (AAP) manufactures a complete line of high-quality sheet metal products, duct system components and accessories for the HVAC industry. Their plant in Bow, New Hampshire employs 24 people and houses a state-of-the-art manufacturing and distribution facility. AAP manufactures complete sheet metal duct systems direct for contractors throughout the New England states and offers its line of takeoff collars and components through distributors nationwide.

Situation:

AAP's owner Skip Creamer learned of an Introduction to Lean Workshop (TimeWise LE 102) being offered to the public by the New Hampshire Manufacturing Extension Partnership (NHMEP), a NIST MEP network affiliate. With his background in mechanical engineering and operations, Skip had a basic understanding of Lean concepts and was interested in how they could be applied to his business.

Solution:

Project manager Jane T. Ely introduced NHMEP's programs as well as government programs aimed at creating and maintaining manufacturing jobs within New Hampshire. AAP applied for and received a grant for employee training from the Workforce Opportunity Council. A plan to apply Lean techniques to the Atlantic operation was established jointly by AAP and NHMEP. Project work began with a TimeWise LE102, at their facility in Bow, where 12 employees from both the office and the shop floor gathered along with participants from other New Hampshire companies, to learn basic Lean principles using both classroom instruction and hands-on simulations. Next, AAP Atlantic Air undertook a VSM (value stream mapping) event. Jane worked with a team of employees on the company's HETD (high efficiency take-off collar with damper) manufacturing line, where demand had begun to exceed capacity. By following the production process from beginning to end, the team was able to discover inefficiencies and develop a continuous improvement plan to eliminate them. The team also completed a 5S Kaizen event which uses a systematic approach to workplace organization. They cleaned and organized the space, changed the plant layout and streamlined material and operator travel. The goal was to increase throughput in order to satisfy customer demand. Lean principles were applied to evolve the process from batch production to one utilizing a pull system with one piece flow. VSM illustrated bottlenecks in production which were alleviated by maximizing the use of key pieces of equipment.

Created 4 new jobs

Results:

* Improved workplace organization by 41 percent.
* Reduced travel time by 45 percent.
* Increased throughput by 75 percent.
* Achieved a more competitive and profitable position.